

To: Kuruc, Nick  
DDA:MSMAIL=RJRWS/RJRPO4/KNABBJ; O=RJREM; P=WSX400; A=RJR; C=US  
From: Smierciak, Dave  
Posted: 10/28/97 17:31  
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Subject: Consolidated Simon.....

Julie/Nick, Attached is a spreadsheet which summarizes this account's sales activity, along with RJR shipment and promotional data to compare to. Please review and let me know if you have any questions or comments on this.

To summarize, we checked our end to make sure that we were not reporting anything incorrectly on your feeds and no problems were found. Basically, what you are seeing on your AIM feeds is how the account is reporting it to us on their data files. It's up to you as to how you want to proceed here in this situation.

Please let me know if we can be of any more help here. Dave

CC: DDA:MSMAIL=RJRWS/RJRPO4/CROSSR; O=RJREM; P=WSX400; A=RJR; C=US

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	Total R. J. Reynolds Shipment Volume	Total R. J. Reynolds Carton Volume	Index	Total R. J. Reynolds Promotion Volume	Total R. J. Reynolds Promotion Volume Percent	Total R. J. Reynolds Inventory Volume
JAN 1, 1997	n/a	4481		27	1.33%	20000
JAN 11, 1997	n/a	4491		108	1.56%	0
JAN 18, 1997	n/a	5123		204	5.15%	0
JAN 25, 1997	n/a	4921		142	2.86%	0
FEB 1, 1997	n/a	4908		265	4.18%	0
FEB 8, 1997	n/a	5055		249	4.83%	0
FEB 15, 1997	n/a	4833		35	0.75%	0
FEB 22, 1997	n/a	4455		117	2.31%	0
MAR 1, 1997	n/a	4500		47	0.94%	0
MAR 8, 1997	n/a	5135		143	2.80%	0
MAR 15, 1997	n/a	4987		37	0.60%	0
MAR 22, 1997	n/a	5054		267	5.29%	0
MAR 29, 1997	n/a	4381		5	0.11%	0
Total 1st Qtr 97	n/a	6381		781	1.51%	0
APR 5, 1997	n/a	4876		29	0.59%	0
APR 12, 1997	n/a	4725		18	0.38%	0
APR 19, 1997	n/a	4628		9	0.19%	0
APR 26, 1997	n/a	4612		0	0.00%	0
MAY 3, 1997	4260	4846	1.14	0	0.00%	0
MAY 10, 1997	4770	4828	1.01	4	0.08%	0
MAY 17, 1997	6480	5045	0.78	0	0.00%	0
MAY 24, 1997	5490	5028	0.92	0	0.00%	0
MAY 31, 1997	3930	4407	1.12	0	0.00%	0
JUN 7, 1997	5400	5281	0.97	0	0.00%	0
JUN 14, 1997	5370	4833	0.86	0	0.00%	0
JUN 21, 1997	4680	5154	1.10	0	0.00%	0
JUN 28, 1997	5670	5037	0.58	0	0.00%	22435
Total 2nd Qtr 97	n/a	63078		60	0.10%	0
JUL 5, 1997	5540	5354	0.95	10	0.09%	0
JUL 12, 1997	4300	4841	1.17	6	0.02%	0
JUL 19, 1997	7410	5200	0.76	0	0.00%	0
JUL 26, 1997	9030	6279	0.51	617	13.25%	0
AUG 2, 1997	5750	5970	1.55	0	0.00%	0
AUG 9, 1997	5130	6210	0.55	370	5.15%	0
AUG 16, 1997	7930	5357	0.52	77	14.71%	0
AUG 23, 1997	6510	5414	0.53	760	4.83%	0
AUG 30, 1997	4320	5714	1.33	51	0.86%	0
SEP 6, 1997	5340	6356	0.76	50	0.51%	0
SEP 13, 1997	5340	5425	0.92	408	1.81%	0
SEP 20, 1997	4650	5721	1.21	658	5.57%	0
SEP 27, 1997	4400	6743	1.61	21	2.81%	19071
Total 3rd Qtr 97	56910	74882	0.85	1521	4.71%	0
OCT 4, 1997	6180	4930	0.80	80	1.62%	0

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